

Message Text

UNCLASSIFIED

PAGE 01 DHAHRA 00941 281038Z

43

ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 PA-02 PRS-01 USIA-15 /036 W

----- 095132

R 280955Z JUL 75

FM AMCONSUL DHAHRAN

TO SECSTATE WASHDC 4399

UNCLAS DHAHRAN 0941

E.O. 11652: N/A

TAGS: BEXP, SA

SUBJECT: PROPOSED PENN STATE IOGA TRADE MISSION TO M.E.

REF: STATE 172558

1. POST WELCOMES MISSION. WE SUGGEST, HOWEVER, ITS STAY IN DHAHRAN IS TOO BRIEF. RECOMMEND MISSION EXTEND ITS STAY IN DHAHRAN FOR AT LEAST ONE MORE DAY.
2. WE WOULD NOT EXPECT LOCAL FIRMS TO BE INTERESTED IN GE OR WESTINGHOUSE AS THEY ARE ALREADY REPRESENTED HERE, AND THEIR PRODUCTS ARE WELL KNOWN LOCALLY.
3. THOSE FIRMS WHOSE PRODUCTS OR SERVICES ARE OF INTEREST ONLY TO SAG CENTRAL AGENCIES, SUCH AS BOEING VERTOL AND AMERICAN MEDICORP, SHOULD PROCEED DIRECTLY TO RIYADH TO SPEND ALL THEIR TIME AND EFFORTS THERE RATHER THAN IN DHAHRAN AND JIDDA.
4. LOCAL FIRMS AND SAG AGENCIES WOULD BE MORE INTERESTED IN FIRMS WHICH MAY BE CONSIDERING ESTABLISHING LOCAL JOINT-VENTURE PRODUCTION, ASSEMBLY OR FABRICATION PROJECTS IN THE KINGDOM, SUCH AS SPERRY NEW HOLLAND, ROHM AND HAAS, ZURN INT'L. AND EATON CORPORATION.
5. SUGGEST CONSIDERATION BE GIVEN TO INCLUDING A) CONTRACTORS INTERESTED IN HIGHWAYS, INDUSTRIAL AND HEAVY CONSTRUCTION PROJECTS AND B) PROJECT DESIGN AND CONSULTING ENGINEERING FIRMS.

6. STRONGLY RECOMMEND MISSION UTILIZE SERVICES OF ADVANCE MAN.

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PAGE 02 DHAHRA 00941 281038Z

BAHTI

NOTE BY OC/T: REFTEL APPARENTLY INCORRECT.

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Message Attributes

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Disposition Approved on Date:
Disposition Authority: n/a
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Disposition Event:
Disposition History: n/a
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Margaret P. Grafeld
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